

Message Text

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13-11

ORIGIN COME-00

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FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

INFO USMISSION GENEVA

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E.O. 11652: N/A

TAGS: BEXP, GR

SUBJECT: MAJOR PROJECT: ATHENS WASTE WATER DISPOSAL

--- MASTER PLAN (UNDP FUNDED, WHO EXECUTED)

REF: (A) ATHENS 9545 (NOTAL); (B) STATE 282136 (NOTAL)

FOR U.S. MISSION GENEVA, WORLD HEALTH ORGANIZATION

1. CAMP DRESSER AND MCKEE (CDM) TOLD MEPD THAT DESCRIPTION OF BIDDING PROCEDURE GIVEN COMMERCIAL ATTACHE BY MAVRIDES (REF A) DIFFERED SIGNIFICANTLY FROM THAT GIVEN CDM. AT BRIEFING MEETING WITH BIDDERS WEEK OF JULY 20, 1975, CDM SPECIFICALLY RAISED PROCEDURAL QUESTION. MINISTRY EXPLAINED AT THAT TIME THAT TECHNICAL EVALUATION WOULD RESULT IN CHOICE OF ONE FIRM. SECOND ENVELOPE (FINANCIAL PROPOSAL) WOULD BE OPENED FOR THAT ONE FIRM ONLY, THEN BID WOULD GO INTO NEGOTIATION PHASE.

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2. EMBASSY REPORT (REF A) THAT FINANCIAL PROPOSALS OF

THREE OR FOUR SHORT-LISTED FIRMS WILL BE OPENED WAS FIRST OFFICIAL WORD OF THIS PROCEDURE RECEIVED BY CDM ALTHOUGH THEIR LOCAL ASSOCIATE HAD HEARD RUMBLINGS TO THIS EFFECT. CDM BELIEVES THIS ALTERS PROCEDURE AGREED UPON AT BIDDERS BRIEFING. CDM HAS SENT CABLE DECEMBER 15 TO MINISTRY OF

PUBLIC WORKS TO EXPRESS ITS CONCERN AND TO REITERATE CDM'S PREVIOUSLY STATED POSITION THAT UNLESS CDM'S FINANCIAL PROPOSAL IS ONLY ONE OPENED, CDM REQUESTS ITS SECOND ENVELOPE BE RETURNED TO COMPANY SEALED. CDM COMPANY POLICY IS GENERALLY NOT TO ENTER INTO COMPETITIVE COST BIDDING AND COMPANY WOULD NOT HAVE SUBMITTED PROPOSAL UNDER RULES NOW APPARENTLY IN EFFECT.

3. CDM ALSO EXPLAINED THAT "SHORT LIST" (REF B) WAS ACTUALLY NON-BINDING PRELIMINARY TECHNICAL RECOMMENDATION OF TOP THREE PROPOSALS SUBMITTED TO GOG BY WHO TECHNICAL TEAM. ACCORDING TO CDM, CDM WAS RANKED FIRST WITH TWO BRITISH FIRMS (WATSONS AND BALFOUR AND SONS) FOLLOWING.

4. ACTION REQUESTED: WOULD APPRECIATE EMBASSY INQUIRE MINISTRY OF PUBLIC WORKS WHETHER BIDDING PROCEDURE IS IN FACT CHANGE FROM ORIGINAL PLAN AND, IF SO, REASON FOR CHANGE. KISSINGER

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